

Message Text

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PAGE 01 DOHA 00008 041205Z

16-12

ACTION EB-07

INFO OCT-01 NEA-09 ISO-00 SSO-00 RSC-01 CIAE-00 INR-07

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O 041134Z JAN 75

FM AMEMBASSY DOHA

TO SECSTATE WASHDC NIACT IMMEDIATE 67

USDOC WASHDC NIACT IMMEDIATE

INFO AMEMBASSY ABU DHABI IMMEDIATE

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E.O. 11652: N/A

TAGS BEXP PA ENRG

SUBJECT : REQUEST FOR REPORT ON BONA FIDES OF US GROUP
OFFERING REFINERY PROPOSAL IN QATAR

1. REPUTABLE LOCAL FIRM, TRADING AND AGENCY SERVICES, HAS BEEN APPROACHED BY GROUP OF US RETAIL PETROLEUM COMPANIES WITH PROPOSAL FOR "JOINT ARAB-US VENTURE" TO BUILD 100,000-500,000 GPD REFINERY TO PROVIDE REFINED PRODUCTS TO GROUP'S SERVICE STATIONS, PRIMARILY IN SOUTHEASTERN US. GROUP CLAIMS IT HAS OVER 300 SERVICE STATIONS AND "LONG TERM GASOLINE CONTRACTS" WITH SEVERAL OF US'S LARGEST COMMERCIAL AIRLINES.

2. TRADING AND AGENCY SERVICES CONSIDERING SPONSORING GROUP AND POSSIBLY ARRANGING APPOINTMENTS FOR IT WITH SENIOR GOVT OF QATAR OFFICIALS, INCLUDING OIL MINISTER, BUT WISHES TO ASCERTAIN BONA FIDES OF GROUP BEFORE PROCEEDING. GROUP INCLUDES FOLLOWING: MR. SCOTT RUMPH, PRESIDENT, PETROLEUM MARKETING CO.; MR. W. C. WORSLEY, PETROLEUM & TRANSPORTATION CO.; MR. ROBERT BRYAN, PRESIDENT, BRYAN OIL CO.; MR. DAN TROTTER, PRESIDENT, GASOLINE SUPERMARKET INC.; MR. JOHN SHEARER, PETROLEUM CORDINATOR.

3. ALSO ASSOCIATED WITH GROUP ARE MR. DOLPH OVERTON, PRESIDENT, AND MR. STEPHEN BARNDOLLAR, VICE PRESIDENT, OF C & O DEVELOPMENT
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CORP., P.O. BOX 2086, DUBAI, UAE. IT APPEARS

THAT C & O IS PLAYING AT LEAST PARTIAL SPONSOR ROLE, AND WE WOULD APPRECIATE ANY INFORMATION ON THIS OUTFIT WHICH EMBASSY ABU DHABI CAN PROVIDE. TRADING AND AGENCY SERVICES HAS TOLD US THAT BARN-DOLLAR WAS FORMERLY EMPLOYED BY FIRST NATIONAL CITY BANK.

4. GROUP TENTATIVELY SCHEDULED TO ARRIVE DOHA MONDAY, JAN 6, SO RUNDOWN ON GROUP NEEDED SOONEST. THIS COULD BE SIGNIFICANT BUSINESS OPPORTUNITY FOR US FIRMS, BUT TRADING AND AGENCY SERVICES UNDERSTANDABLY CAUTIOUS IN APPROACHING PROJECT UNTIL IT SURE OF RELIABILITY OF GROUP.
PAGANELLI

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Message Attributes

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Margaret P. Grafeld
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